

FIG. 1

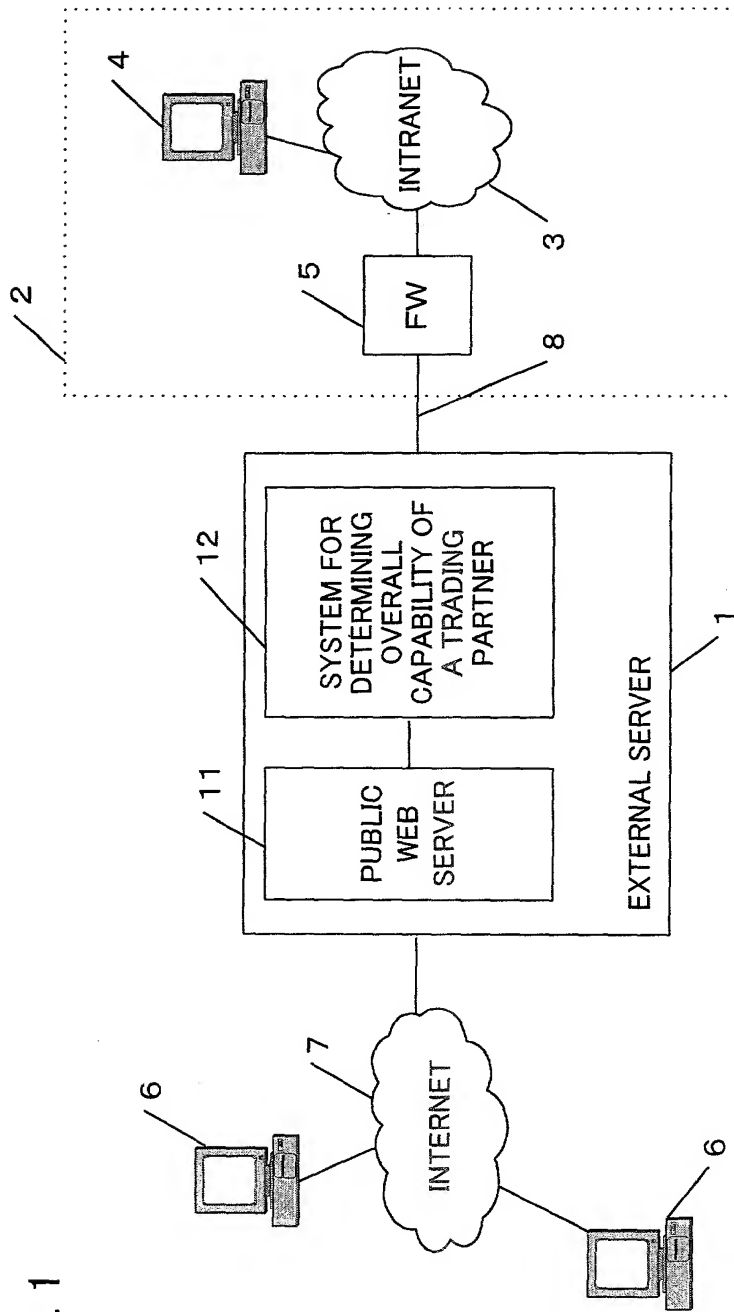


FIG. 2

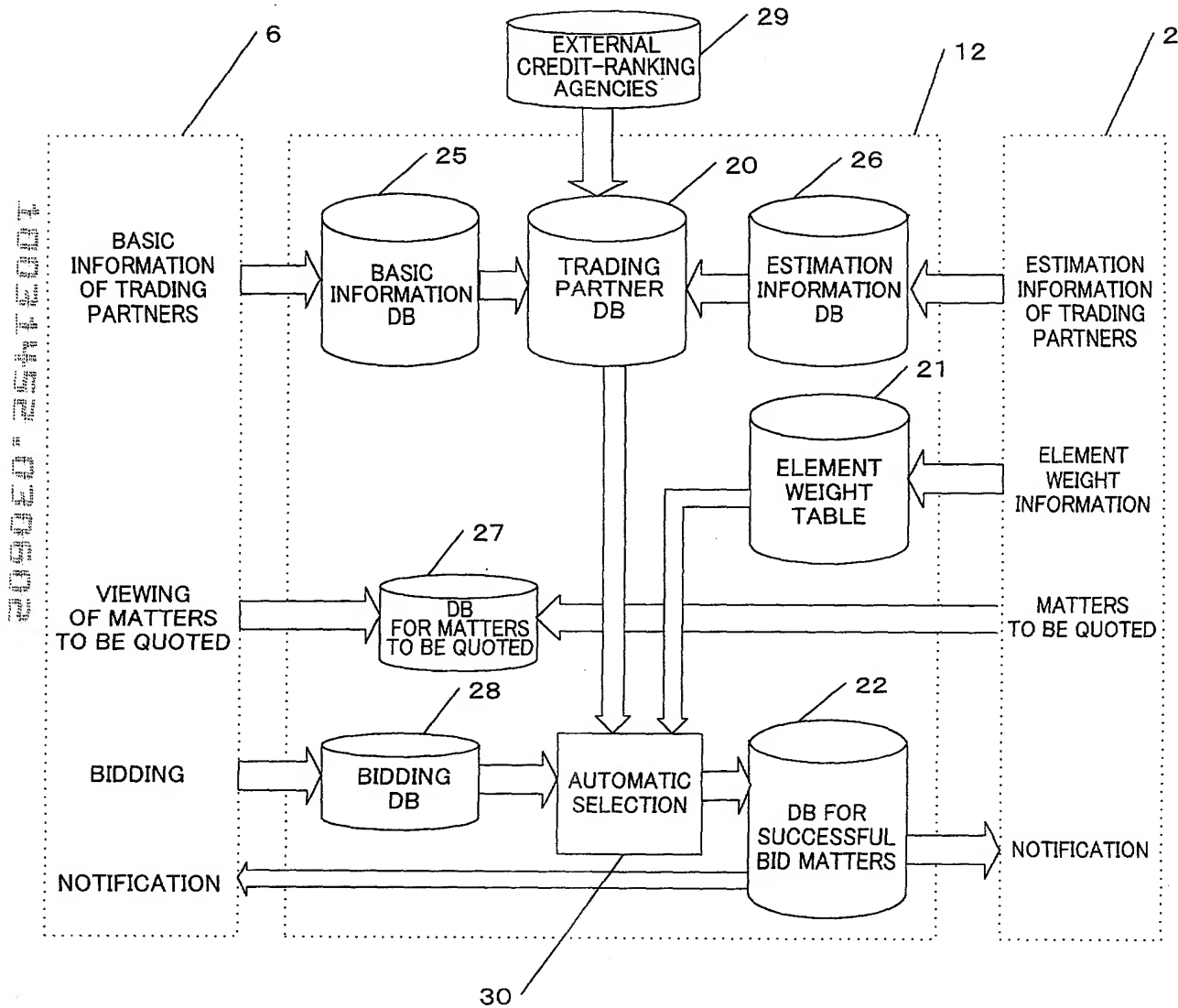


FIG. 3

	DEVELOPING CAPABILITY	PRODUCING CAPABILITY	MANAGING CAPABILITY	FOREIGN BUSINESS CAPABILITY	OVERALL SCORE OF CAPABILITIES
COMPANY A	10	12	5	8	35
COMPANY B	8	15	10	15	48
.	.	.	.	.	.
.	.	.	.	.	.
.	.	.	.	.	.

TRADING PARTNER DB

FIG. 4

PARTS	USES	DEVELOPING CAPABILITY	PRODUCING CAPABILITY	MANAGING CAPABILITY	FOREIGN BUSINESS CAPABILITY
TIRE	SPORTS CAR USE	50%	30%	10%	10%
TIRE	TRUCK USE	10%	40%	10%	40%
.	.	.	.	.	.
.	.	.	.	.	.
.	.	.	.	.	.

ELEMENT-WEIGHT TABLE

FIG. 5

## TRADING PARTNER DB

	DEVELOPING CAPABILITY	PRODUCING CAPABILITY	MANAGING CAPABILITY	FOREIGN BUSINESS CAPABILITY	OVERALL SCORE OF CAPABILITIES
COMPANY A	10	14	5	8	37
COMPANY B	8	15	5	9	37

## ELEMENT-WEIGHTING TABLE

	DEVELOPING CAPABILITY	PRODUCING CAPABILITY	MANAGING CAPABILITY	FOREIGN BUSINESS CAPABILITY
SPORTS USE	50%	30%	10%	10%
TRUCK USE	10%	40%	10%	40%



## WEIGHTED SCORES OF CAPABILITIES

SPORTS USE	DEVELOPING CAPABILITY	PRODUCING CAPABILITY	MANAGING CAPABILITY	FOREIGN BUSINESS CAPABILITY	WEIGHTED OVERALL SCORE OF CAPABILITIES
COMPANY A	5	4.2	0.5	0.8	10.5
COMPANY B	4	4.5	0.5	0.9	9.9
TRUCK USE	DEVELOPING CAPABILITY	PRODUCING CAPABILITY	MANAGING CAPABILITY	FOREIGN BUSINESS CAPABILITY	WEIGHTED OVERALL SCORE OF CAPABILITIES
COMPANY A	1	5.6	0.5	3.2	10.3
COMPANY B	0.8	6	0.5	3.6	10.9

FIG. 6

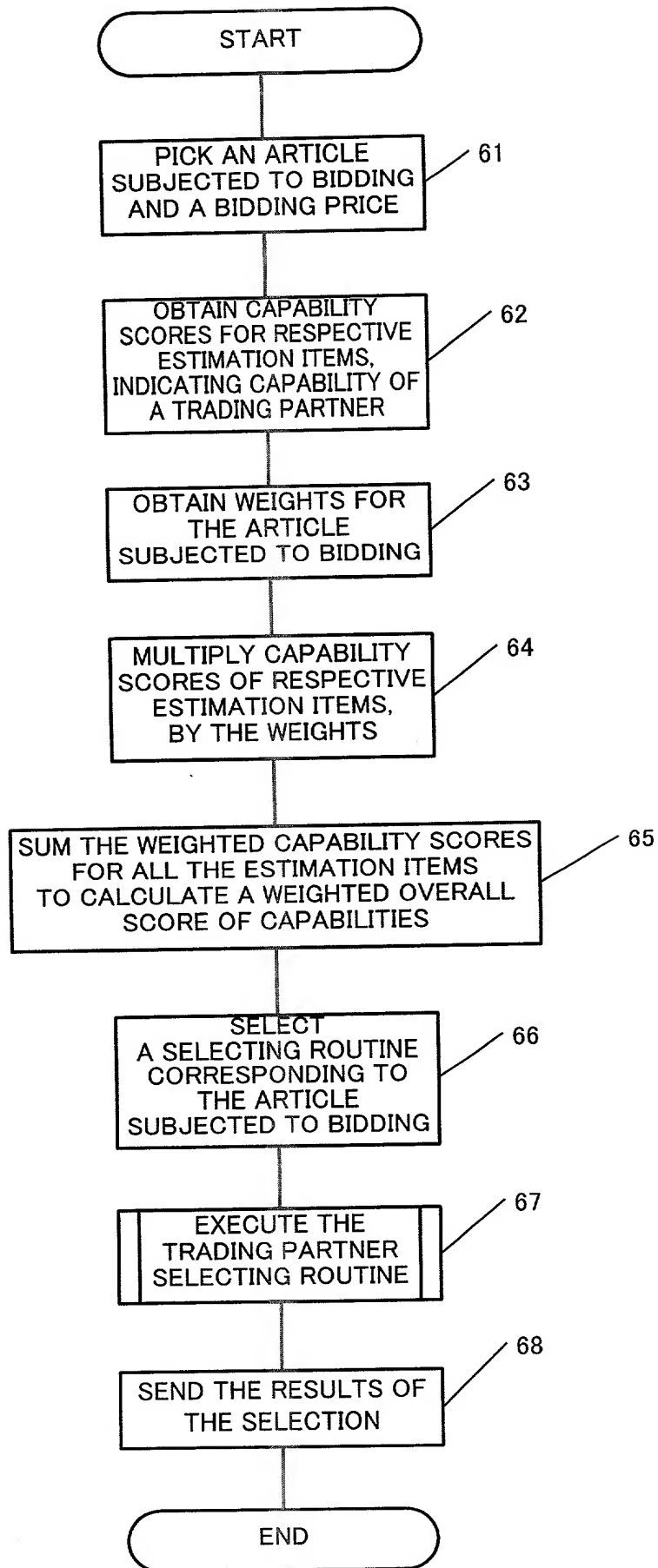


FIG. 7

(BIDDING PRICE-TARGET PRICE)/ TARGET PRICE	COEFFICIENT
+3%	× 0.97
-2%	× 1.02
-4%	× 1.04
-8%	× 1.08
-12%	× 1.12

(a)

(TARGET PRICE-BIDDING PRICE)/ TARGET PRICE	POINTS
>0	0
0~-3%	1
-3~-5%	2
-5~-10%	3
-10%以上	4

(b)

FIG. 8

ARTICLE SUBJECTED TO BIDDING	SELECTING ROUTINE
ARTICLE A	1
ARTICLE B	3
ARTICLE C	2
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SELECTING TABLE

FIG. 9

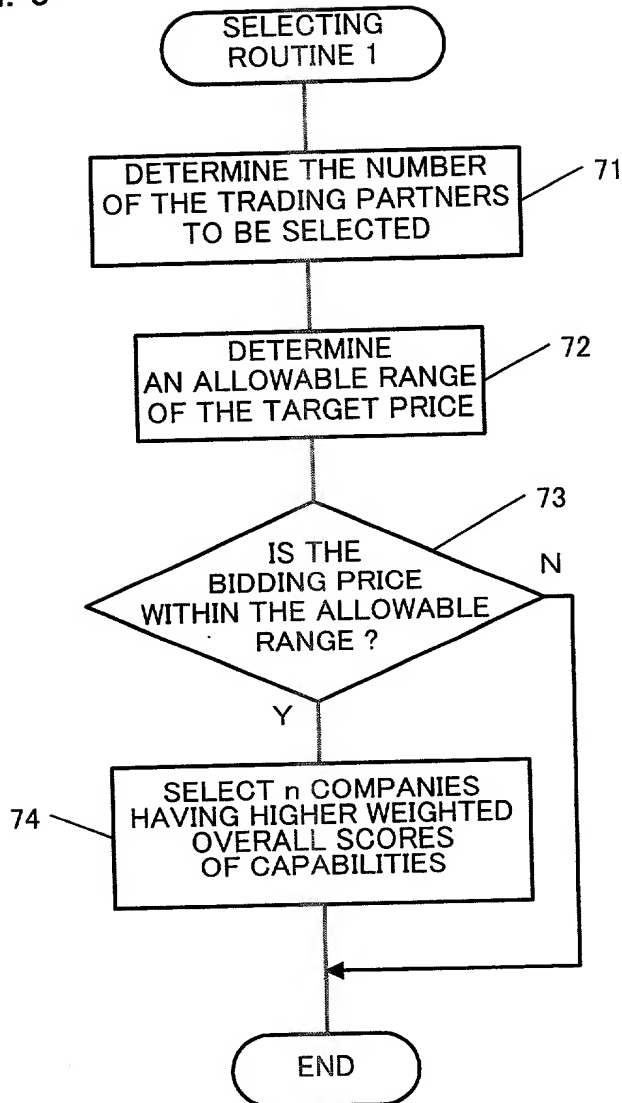


FIG. 10

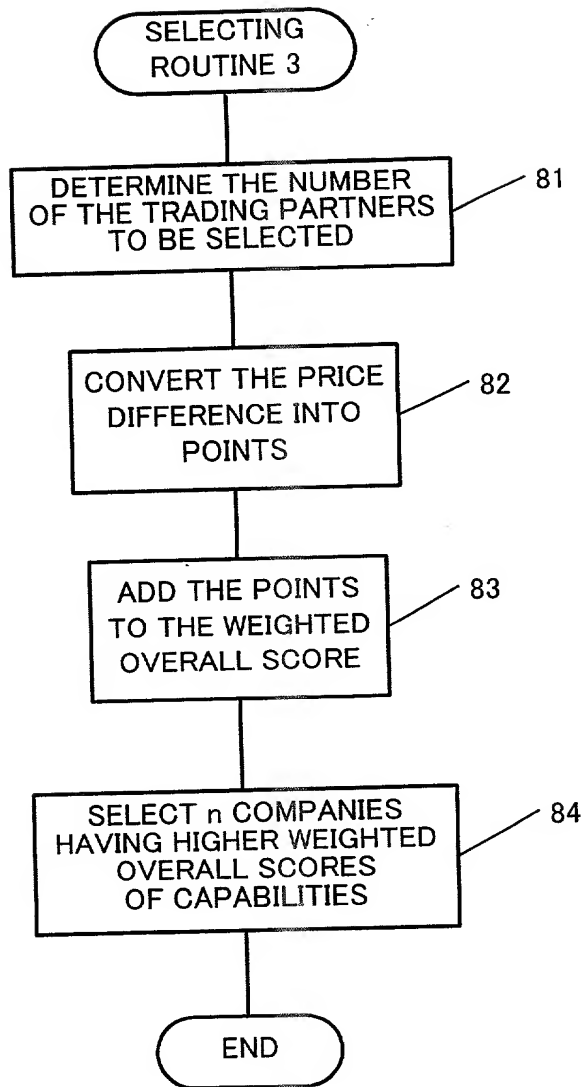




FIG. 11

